AUCTION DATES

American Motors

Dec. 15 — D-A Auto Auction, New Stanton, Pa.

Dec. 16 — Newburgh Auto Auction, Newburgh, N.Y.

Dec. 17 — Greater Chicago Auto Auction, Chicago, and Wolfe's Evansville Auto Auction, Evansville, Ind.

Dec. 18 — St. Louis Auto Auction, St. Louis

Dec. 22 — Statesville Auto Auction, Statesville, N.C.

Dec. 23 — Kansas City Auto Auction, Kansas City, Mo., and Columbus Fair Auto Auction, Columbus, Ohio

Dec. 29 — D-A Auto Auction, New Stanton, Pa.

Dec. 30 — Newburgh Auto Auction, Newburgh, N.Y.

Dec. 31 — Greater Chicago Auto Auction, and Wolfe's Evansville Auto Auction, Evansville, Ind.

Chrysler Motors

Dec. 15 — Florida Auto Auction of Orlando, Ocoee, Fla.; Aptco Auto Auction, Taylor, Mich.; Metro Auto Auction of Kansas City, Mo.; Lee's Summit, Mo.; NuCarPrep System, Santa Fe Springs, Calif.; and Hatfield Auto Auction, Hatfield, Pa.

Dec. 16 — A.D.E. of Birmingham, Birmingham, Ala.; Columbus Fair Auto Auction, Obetz, Ohio; South Seattle Auto Auction, Kent, Wash.; and Southern Auto Auction, Warehouse Point, Conn.

Dec. 17 — Clanton's Auto Auction, Darlington, S.C., and Fredricksburg Auto Auction, Fredericksburg, Va.

Dec. 18 — St. Louis Auto Auction, Bridgeton, Mo., and Manheim Auto Auction, Manheim, Pa.

Used Car Sales
Auction Averages

December to date	$5,920
Month ago	$5,975
Year ago	$5,144

Dec. 22 — American Auto Auction, Walpole, Mass.; Arena Auto Auction, Chicago; Minneapolis Auto Auction, Plymouth, Minn.; and Golden Gate Auto Auction, Fremont, Calif.

Dec. 23 — Butler Auto Auction, Butler, Pa.

General Motors

Dec. 15 — Southern Auto Auction, East Windsor, Conn.; Dallas Auto Auction, Grand Prairie, Texas; Harrisonburg Auto Auction, Harrisonburg, Va.; and South Seattle Auto Auction, Kent, Wash.

Dec. 16 — Atlanta Auto Auction, Atlanta; Clanton's Auto Auction, Darlington, S.C.; Hatfield Auto Auction, Hatfield, Pa.; Metro Auto Auction of Kansas City, Mo.; Lee's Summit, Mo.; Minneapolis Northstar Auto Auction, Shakopee, Minn.; and Golden Gate Auto Auction, Fremont, Calif.

Dec. 17 — Butler Auto Auction, Gibsonia, Pa.; Arena Auto Auction, Chicago; Ohio Auto Auction, Grove City, Ohio; Denver Auto Auction, Englewood, Colo.; Aptco Auto Auction, Taylor, Mich.; Big H Auto Auction, Houston; Nashville Auto Auction, Nashville, Tenn.; and Southwest Auto Auction, Phoenix, Ariz.

Dec. 22 — Florida Auto Auction of Orlando, Ocoee, Fla.

Model Breakdown
Auction Averages

	DEC 1987	NOV 1987	OCT 1987
1987	$10,401	$10,564	$11,220
1986	$8,372	$8,454	$8,624
1985	$7,163	$7,199	$7,257
1984	$5,609	$5,640	$5,711
1983	$4,812	$4,844	$4,897
1982	$3,472	$3,504	$3,549
1981	$2,531	$2,542	$2,549
1980	$1,978	$1,996	$2,022
Overall Average	$5,920	$5,951	$6,001

Ford Motor Co.

Dec. 15 — South Seattle Auto Auction, Kent, Wash., and Harrisonburg Auto Auction, Harrisonburg, Va.

Dec. 16 — Atlanta Auto Auction, Red Oak, Ga.; Columbus Fair Auto Auction, Obetz, Ohio; Concord Auto Auction, Acton, Mass.; Clanton's Auto Auction, Darlington, S.C.; Lakeland Auto Auction, Lakeland, Fla.; and Southern California Auto Auction, Fontana, Calif.

Dec. 17 — Greater Chicago Auto Auction, Chicago; Aptco Auto Auction, Taylor, Mich.; Houston Predelivery Center, Houston; 166 Auto Auction, Springfield, Mo.; St. Louis Auto Auction, Bridgeton, Mo.

AUCTION BRIEFS

A $1 million auto reconditioning center opened recently at the **Nashville Auto Auction**, Nashville, Tenn. It is capable of reconditioning 7,500 vehicles a week.

Staffed by 40 reconditioning specialists, the 12,200-square-foot facility is on the auction's 116-acre property at 1450 Lebanon.

The auction holds consignment sales in addition to factory sales by General Motors, Ford Motor Co., Ford Motor Credit and Nissan. It has five selling lanes, courtesy transportation, vehicle transport services and body and mechanical repair shops.

A heavy-truck auction is slated for Jan. 15 at the **Dallas Auto Auction**, a subsidiary of Anglo American Auto Auctions. Subsequent heavy-truck auctions are planned for other Anglo auctions in Kansas City, Mo.; Baltimore; Nashville, Tenn.; and Chicago.

Anglo acquired the Fort Wayne (Ind.) Vehicle Auction and Southern States Vehicle Auction, Atlanta, in July. The auctions specialize in the sale of heavy trucks.

The company plans to develop separate heavy-truck sales facilities in several of its auctions around the country.

GM, Motorola join forces on auto controls

KOKOMO, Ind. — General Motors' Delco Electronics Corp. and Motorola have signed a technical agreement to develop power-integrated circuits for smarter and more precise controls in cars.

Delco and Motorola's discrete and special technologies group will pool their technologies to achieve a shorter design cycle time.

The companies expect to speed up research on merging microprocessors and power controls for a single silicon chip, according to Gene Ori, general manager of Motorola's discrete group.

The initial device being developed is a custom chip for an anti-lock braking system.

Products developed under the joint agreement should result in more efficient and cost effective controls for motors, actuators and lighting systems, said Donald J. Almquist, general manager of Delco Electronics.

Goodyear moves account from JWT to Y&R

CHICAGO — Goodyear Tire & Rubber Co. has moved its $25 million U.S. tire advertising account from J. Walter Thompson's New York office to Young and Rubicam.

JWT's Detroit office is keeping Goodyear's $10 million Motorsports account, including Eagle high-performance tires and Goodyear's racing events.

AUCTION DIRECTORY

CALIFORNIA

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10700 Beech Avenue
Fontana, California (714) 822-2261

SALES AND INVENTORIES

DOMESTIC DAYS' SUPPLIES

	Dec. 1, 1987	Nov. 1, 1987	Dec. 1, 1986
Alliance	73	135	133
Eagle	90	95	51
Total Eagle	77	124	120
Horizon	32	56	49
Sundance	71	76	57
Turismo	96	84	199
Reliant	86	82	78
Caravelle	82	78	60
Gran Fury	79	83	103
Total Plymouth	74	78	70
Laser	—	—	189
LeBaron K	103	102	52
LeBaron J	101	107	—
LeBaron GTS	173	227	115
Fifth Avenue	100	76	106
New Yorker C	73	91	—
New Yorker E	189	198	92
Total Chrysler	111	112	95
Omni	40	55	51
Shadow	80	77	44
Charger	122	79	172
Daytona	130	147	145
Aries	90	80	60
Lancer	211	298	133
Diplomat	119	121	86
Dynasty	45	62	—
Dodge 600	65	64	61
Total Dodge	92	94	68
CHRYSLER MOTORS	93	97	75
Escort	73	75	62
Mustang	64	61	60
Tempo	39	68	76
Taurus	77	99	52
Thunderbird	82	75	62
Crown Victoria	53	49	59
Total Ford Div.	66	75	61
Lynx	77	91	81
Topaz	52	75	74
Sable	72	81	50
Cougar	95	92	82
Capri	—	—	133
Grand Marquis	39	33	45
Total Mercury	66	70	59
Continental	—	77	37
Lincoln	52	52	39
Mark VII	40	47	52
Total Lincoln	49	52	41
Total L-M Division	61	64	53
FORD MOTOR CO.	65	72	58
Skyhawk	99	112	158
Somerset Regal	177	153	163
Century	108	90	78
Regal	82	73	136
LeSabre	122	110	103
Electra	113	97	67
Riviera	118	82	85
Total Buick	113	100	102
Cimarron	110	141	108
Allante	139	233	—
Seville	54	61	51
Cadillac	77	53	66
Eldorado	51	74	89
Total Cadillac	74	59	68
Chevette	112	106	63
Nova	222	147	146
Cavalier	75	84	113
Camaro	150	133	143
Celebrity	119	89	62
Corsica/Beretta	175	138	23
Monte Carlo	166	129	114
Chevrolet	83	80	81
Corvette	98	85	89
Total Chevrolet	121	105	88
Firenza	131	90	146
Calais	114	91	76
Cutlass Ciera	78	63	58
Cutlass Supreme	107	99	92
Olds 88	99	86	61
Olds 98	99	74	87
Toronado	64	78	62
Total Oldsmobile	95	79	72
Fiero	144	160	174
1000	78	67	174
Sunbird	63	92	133
Firebird	95	101	114
Grand Am	63	48	43
6000	65	87	66
Grand Prix	55	86	132
Bonneville H	90	110	—
Paris./Safari	80	96	79
Total Pontiac	74	79	82
GENERAL MOTORS	101	90	84
HONDA	13	10	5
MAZDA	47	—	—
NISSAN	59	40	56
TOYOTA	49	46	—
VOLKSWAGEN	117	89	86
DOMESTIC TOTAL	83	80	71
Subcompact	54	54	—
Compact	67	67	—
Intermediate	98	95	—
Standard	81	72	—
Speciality	122	121	—

IMPORT DAYS' SUPPLIES

	Dec. 1, 1987	Nov. 1, 1987	Dec. 1, 1986
Chevrolet	142	163	133
Chrysler/Mitsubishi	84	129	113
Acura	22	22	25
Honda	14	10	5
Isuzu	123	112	48
Mazda	57	46	45
Mitsubishi	102	85	81
Nissan	97	108	65
Subaru	56	53	50
Toyota	32	27	16
JAPAN	57	56	39
Audi	124	119	120
BMW	58	30	57
Mercedes-Benz	59	46	27
Merkur	108	93	163
Porsche	110	99	31
VW	97	89	91
GERMANY	82	59	66
Alfa Romeo	67	54	34
Festiva	121	87	—
Hyundai	28	26	23
Jaguar	28	20	22
Peugeot	73	81	62
Pontiac	106	78	—
Eagle/Renault	211	272	92
Saab	76	52	35
Sterling	89	75	—
Volvo	71	72	48
Yugo	85	58	36
Other Countries	63	53	33
Total Import Cars	61	56	41
Isuzu	135	101	78
Mazda	74	62	47
Mitsubishi	66	64	64
Nissan*	116	83	97
Range Rover	46	24	—
Suzuki	49	45	25
Toyota	48	41	36
Chrysler	132	100	55
Total Imp. Trucks	84	65	56
Total Imp. Vehicles	66	58	45

*Includes domestic trucks.

STOCKS

FROM PAGE 3

Seven of the eight U.S. carmakers reported fatter inventories than on Nov. 1.

Ford Motor Co.'s stocks moved up 6.02 percent above last month's levels. However, Ford has had tight inventories most of this year. Larger stocks were needed to meet increased demand. Ford began December with an optimal 65-day supply, which was shorter than its 72 days' worth of cars on Nov. 1. Last year, Ford carried a 58-day supply Dec. 1.

General Motors' stocks were equal to a 101-day supply on Dec. 1, compared to a 90-day supply on Nov. 1. GM had 17 models with inventories representing more than 100 selling days. Chevrolet Nova stocks climbed to a 222-day supply vs. 147 days on Nov. 1.

Although Chrysler Motors' inventories were up 11.94 percent from Nov. 1, the company began December with a 93-day supply vs. 97 days' worth on Nov. 1. Last year Chrysler had a 75-day supply on Dec. 1. Horizon/Omni stocks were reduced to 32- and 40-day supplies compared to 56 and 55, respectively on Nov. 1. November sales were strengthened by New Yorker and LeBaron J, and that helped reduce the corporate days' supple.

Honda began December with the leanest days-supply numbers. Though stocks were nearly a third larger than on Nov. 1, Honda had a slim 13-day supply of U.S.-built cars. Its higher-end imported Acura line inventories remained steady at 22 days' worth, and Honda began the month with a 14-day supply of imported Civics and Accords.

Nissan's U.S.-built-car inventories increased. The Japanese carmaker began December with a 59-day supply vs. 40 days' worth of domestically produced cars a month ago. Its import-car supply was 97 days for a combined car stock of 85 days, and its truck supply was up to 116 days.

Companies shared the Dec. 1 domestic inventory as follows: GM, 56.47 percent; Ford, 24.18 percent; Chrysler, 16.73 percent; Volkswagen, 1.02 percent; Honda, 0.81 percent; Toyota, 0.44 percent; Nissan, 0.29 percent; and Mazda, 0.06 percent.

On Nov. 1, the shares were: GM, 54.88 percent; Ford, 24.57 percent; Chrysler, 17.81 percent; Volkswagen, 0.88 percent; Nissan, 0.77 percent; Honda, 0.64 percent; Toyota, 0.45 percent.

By market class, intermediate-car inventories were the heaviest, and represented a 98-day supply while the subcompact market class was the slimmest and represented a 54-day supply on Dec. 1.

The 61-day supply of import cars compares with a 56-day supply on Nov. 1 and a 41-day supply on Dec. 1, 1986. Inventories were nearly 20 percent above stocks a year ago.

Import-truck inventories were up to 201,514 units, an 84-day supply, compared with 177,501, a 66-day supply on Nov. 1. Last year on Dec. 1, truck inventories represented a 56-day supply.

Inventories of Audi, Merkur and Porsche were inflated; each had more than 100 days' worth of cars in stock on Dec. 1. West Germany's share of the import stockpile on Dec. 1 rose 3.03 percentage points from Nov. 1.

Import-car inventories were divided as follows on Dec. 1: Japan, 67.57 percent; West Germany, 14.70 percent; other countries, 17.73 percent. Last month, Japan had 71.95 percent; West Germany, 11.67 percent and other countries, 16.38 percent.

Isuzu, Mitsubishi and Chevrolet's import-car supplies stood at over 100 days' worth even though Chevrolet's import-car days' supply was lower than a month ago.

IMPORT SALES BY MODEL

	Nov. 1987	Nov. 1986	11 Mos., 1987	11 Mos., 1986
ACURA	8,740	7,152	99,031	43,589
Integra	3,496	3,297	50,160	22,769
Legend	5,244	3,855	48,871	20,820
ALFA ROMEO	372	872	5,888	7,627
GTV-6	0	61	66	602
Milano	227	498	2,595	2,670
Spider	145	313	3,227	4,355
AUDI	2,305	3,596	39,486	56,007
4000S	96	670	8,985	11,448
4000CS Quattro	99	405	2,891	3,757
5000S	622	1,598	16,852	29,313
5000CS Turbo	179	396	3,473	5,942
5000CS Turbo Quattro	594	354	4,702	2,899
80	236	0	294	0
90	339	0	402	0
Coupe GT	140	173	1,889	2,648
BMW	6,291	7,035	81,095	86,287
318i	2	6	18	900
524 TD	0	20	28	1,736
325	3,906	4,274	53,344	54,489
528e	761	1,612	8,823	13,163
535i/535iS	452	277	6,175	7,223
6-Series	158	274	1,895	2,593
7-Series	861	572	8,966	6,183
M3	173	0	918	0
M5	50	0	370	0
M6	28	0	558	0
CHEVROLET	11,631	8,733	125,595	148,945
Spectrum	6,105	5,748	71,314	91,446
Sprint	5,526	2,985	54,281	57,499
CHRYSLER/MITSUBISHI	7,258	9,354	113,291	122,944
Colt	5,137	5,583	74,275	85,419
Conquest	616	772	10,991	5,982
Vista	1,505	2,999	28,025	31,543
EAGLE/RENAULT	1,391	98	12,144	3,764
18i	0	98	0	2,372
Fuego	0	0	0	1,392
Medallion	1,391	0	12,144	0
FORD Festiva	3,224	0	23,038	0
HONDA	27,341	37,447	271,722	365,093
Civic/CRX	11,947	18,549	117,240	194,915
Accord	9,646	12,291	92,823	100,160
Prelude	5,748	6,607	61,659	70,018
HYUNDAI	18,074	15,925	244,265	146,470
ISUZU	2,722	5,260	35,797	34,248
I-Mark	2,044	4,136	29,061	22,632
Impulse	678	1,124	6,736	11,616
JAGUAR	1,761	1,829	20,071	21,707
XJ6	1,439	1,388	15,186	17,467
XJS	322	441	4,885	4,240
MASERATI	73	84	830	1,211
MAZDA	18,572	18,134	187,705	194,417
323	6,551	6,443	69,251	65,020
626	4,849	7,401	69,395	79,756
MX-6	2,392	0	8,475	0
929	2,227	0	4,681	0
RX-7	2,553	4,290	35,903	49,641
MERCEDES BENZ	6,748	8,390	82,156	85,621
190	1,077	1,776	16,271	18,783
260E	523	213	5,604	333
300	1,689	2,437	21,424	23,672
300SDL Turbo	186	662	5,918	5,763
300SEL	304	0	304	0
420SEL	1,125	1,255	13,807	13,885
560SEL	655	858	5,648	8,758
560SL	1,004	970	10,686	10,485
560SEC	162	157	1,583	1,951
Tourist	23	62	911	2,010
MERKUR	845	590	13,665	13,557
XR4Ti	556	590	8,723	13,557
Scorpio	289	0	4,942	0
MITSUBISHI	4,683	4,304	62,769	43,998
Starion	244	545	4,827	5,180
Cordia	421	387	3,993	4,542
Tredia	226	628	4,792	8,553
Mirage	1,102	1,470	13,592	12,914
Galant	797	1,274	10,093	12,809
Precis	1,390	0	19,204	0
Van/Wagon	503	0	6,268	0
NISSAN	31,329	32,186	379,812	454,952
Sentra	11,123	8,444	105,923	151,041
Pulsar	3,385	2,819	58,773	41,561
Stanza	5,100	5,051	62,384	61,703
Maxima	6,509	7,241	87,312	103,430
200SX	1,384	3,208	28,851	42,627
300ZX	2,128	3,004	31,534	48,368
Hawaii	1,700	2,419	5,035	6,222
PEUGEOT	870	1,562	8,223	13,176
PONTIAC LeMans	2,664	0	32,654	0
PORSCHE	1,557	2,168	22,351	26,924
924S	118	350	2,870	2,756
944	389	570	6,017	8,644
944S	48	231	1,837	323
944 Turbo	211	136	2,483	5,835
911 Coupe	319	396	3,852	3,908
911 Turbo	128	87	1,438	1,222
911 Cabriolet	153	174	2,042	1,877
928S	191	224	1,812	2,359
SAAB	2,965	3,787	42,002	44,504
900	640	884	9,204	13,165
900S	798	1,165	13,499	13,844
900 Turbo	681	730	8,372	7,852
9000S	303	46	3,441	46
9000 Turbo	526	917	6,768	8,830
Tourist	15	45	718	767
STERLING	1,045	0	13,260	0
SUBARU	13,443	11,819	160,540	163,986
Hatchback	836	850	7,566	15,006
3-Door	1,236	961	13,382	10,808
4-Door Sedan	2,143	2,787	36,833	46,080
XT	978	1,499	16,741	22,238
Station Wagon	6,601	5,722	74,778	69,854
Justy	1,649	0	11,238	0
TOYOTA	51,254	60,387	511,221	562,555
Corolla	13,811	14,326	100,340	135,364
Tercel	8,928	8,973	89,448	68,020
Celica	5,199	8,785	72,177	96,625
Supra	1,916	3,211	27,288	29,899
Camry	16,534	15,670	163,186	134,655
Cressida	1,243	3,709	20,024	37,900
Land Cruiser	605	471	4,198	3,864
Van	594	2,258	11,974	19,277
4Runner SR 5	630	491	2,177	5,198
MR2	869	1,916	14,632	26,094
Hawaii	925	577	5,477	5,659
VOLKSWAGEN	9,229	8,707	116,979	131,473
Cabriolet	504	899	13,018	13,051
Jetta	3,289	5,289	47,689	86,416
Vanagon	564	901	9,938	11,475
Quantum	234	924	6,418	10,528
Scirocco	253	894	6,645	10,003
Fox	4,385	0	35,271	0
VOLVO	6,493	7,873	102,529	111,127
240 Series	2,486	3,464	47,496	53,243
740 Series	2,513	3,430	39,632	46,763
760 Series	1,376	877	13,549	10,085
780	72	0	466	0
Tourist	46	102	1,386	2,036
YUGO	3,204	4,023	45,972	31,660
IMPORT TOTAL	246,084	261,315	2,856,091	2,915,843

Compiled by Karen Dabkowski

PRODUCTION

Nov. car output dips

By Kathy Barbaglia
AUTOMOTIVE NEWS STAFF REPORTER

U.S. auto production last month totaled 583,503, the lowest for November since 1982 when 404,542 cars were built.

Last month's ouput dipped 13.13 percent from October's 671,681 and was slightly below (0.72 percent) the year-ago month's 587,724.

Last week's targeted auto output of 149,727 declined 2.72 percent from the prior week's 153,907 and was 17.70 percent below the year-ago week's 181,921.

So far this year, 6,817,705 cars have been assembled, 8.94 percent below the 7,487,135 completed last year at this point.

Companies split last week's scheduled build as follows: General Motors, 46.22 percent; Ford Motor Co., 26.65 percent; Chrysler Motors, 17.77 percent; Honda of America Manufacturing Inc., 4.63 percent; New United Motor Manufacturing Inc., 2.17 percent; Volkswagen of America, 1.34 percent; Nissan Motor Manufacturing Co. U.S.A., 0.89 percent; and Mazda Motor Manufacturing (U.S.A.) Corp., 0.33 percent.

GM permanently closed its Pontiac, Mich., (No. 8) plant and its companion Flint body assembly plant last week. The shutdown of the two facilities affects about 4,700 workers.

Overtime was scheduled last Saturday at Ford's Wixom, Mich.; Wayne, Mich.; and Kansas City, Mo., plants.

Ford slated daily overtime at all of its car plants this week.

Chrylser's St. Louis (No. 2) and Belvidere, Ill., plants were scheduled for overtime last Saturday. Both plants are also slated for daily overtime this week.

Truck build best since '78

November's domestic truck output of 314,808 was the highest for that month since 1978, when 339,721 were built.

Last month's production was 14.78 percent below October's 369,408 but 28.83 percent above the year-ago month's 244,357.

The total for November 1986 was affected by a strike at Delco Electronics Corp. that trimmed production at General Motors truck plants.

Last week's scheduled output of 85,550 was 0.64 percent more than the previous week's 85,007 and 4.74 percent more than the year-ago week's 81,679.

Year-to-date, 3,673,498 trucks have been built, 8.78 percent more than the 3,376,911 completed last year at this time.

Overtime was slated last Saturday at Ford Motor Co.'s Wayne, Mich.; Lorain, Ohio; and St. Louis plants.

Daily overtime is scheduled this week at all Ford truck plants.

Car output rises in Canada

Canadian car output during November totaled 90,338 units, 16.04 percent more than October's 77,851 but 7.65 percent below the year-ago month's 97,817.

Last week's estimated output of 22,584 cars was 11.61 percent more than the previous week's 20,234 but 10.32 percent below the year-ago week's 25,183.

So far this year, 767,014 cars have been assembled, 24.94 percent below the 1,021,928 completed last year at this point.

Truck production for November totaled 73,755 units, 3.45 percent below the October output of 76,390 but 49.77 percent more than the year-ago month's 49,246.

Scheduled output of 19,042 trucks last week was 4.29 percent more than the prior week's 18,259 and 35.73 percent more than the year-ago week's 14,029.

Year-to-date, 787,441 units have been built, 4.85 percent more than the 751,019 assembled last year at this time.

CANADIAN CAR	Week Ended Dec. 12, 1987	Week Ended Dec. 13, 1986	Week Ended Dec. 5, 1987	Nov. Total	Jan. 1 to Dec. 12, 1987	Jan. 1 to Dec. 13, 1986
CHRYSLER	1,308	94	1,179	1,966	10,322	4,325
FORD MOTOR	11,520	11,247	10,134	40,096	414,275	504,983
GENERAL MOTORS	9,232	13,617	8,503	46,481	319,613	502,975
HONDA	524	0	418	1,795	14,815	0
VOLVO	0	225	0	0	7,989	9,645
Total Cars, Canada	22,584	25,183	20,234	90,338	767,014	1,021,928

U.S. TRUCK☆	Week Ended Dec. 12, 1987	Week Ended Dec. 13, 1986	Week Ended Dec. 5, 1987	Nov. Total	Jan. 1 to Dec. 12, 1987	Jan. 1 to Dec. 13, 1986
CHEVROLET	24,897	25,226	24,939	86,460	1,083,654	1,097,950
DODGE/PLYMOUTH	8,850	6,081	8,264	33,224	301,724	142,787
FORD	31,559	31,197	32,703	119,411	1,417,312	1,324,264
GMC	7,800	9,334	6,661	27,140	360,850	343,690
NAVISTAR	1,844	1,616	1,825	6,684	72,051	69,521
JEEP	4,600	4,164	4,647	17,546	213,631	182,363
NISSAN	3,250	1,711	3,218	12,793	94,766	104,360
AM GENERAL*	450	50	450	1,890	16,650	2,404
MISCELLANEOUS*	2,300	2,300	2,300	9,660	112,860	109,572
Total Trks., U.S.	85,550	81,679	85,007	314,808	3,673,498	3,376,911

CANADIAN TRUCK	Week Ended Dec. 12, 1987	Week Ended Dec. 13, 1986	Week Ended Dec. 5, 1987	Nov. Total	Jan. 1 to Dec. 12, 1987	Jan. 1 to Dec. 13, 1986
JEEP	900	327	1,223	3,563	34,607	27,120
CHRYSLER	8,034	9,158	7,996	30,191	371,413	386,752
FORD	3,533	2,909	3,508	14,729	145,414	141,353
GENERAL MOTORS	6,350	1,434	5,304	24,311	226,524	186,726
NAVISTAR	225	201	228	961	9,483	9,068
Total Trks., Canada	19,042	14,029	18,259	73,755	787,441	751,019
U.S., Canada Trks.	104,592	95,708	103,266	388,563	4,460,939	4,127,930

—Includes window van production. *—Estimated
Jeep includes commercial only. AM General includes government-destined vehicles.
Miscellaneous includes estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz, etc.
Monthly estimates may contain error of one or two units due to rounding.

U.S. CAR	Week Ended Dec. 12, 1987	Week Ended Dec. 13, 1986	Week Ended Dec. 5, 1987	Nov. Total	Jan. 1 to Dec. 12, 1987	Jan. 1 to Dec. 13, 1986
AMERICAN MOTORS	0	1,492	0	0	15,994	48,344
Renault Total	0	1,492	0	0	15,994	48,344
Alliance	0	1,492	0	0	15,994	44,997
Encore	0	0	0	0	0	3,347
CHRYSLER MOTORS	26,600	26,214	26,581	81,941	1,044,077	1,251,465
Plymouth Total	7,500	9,853	7,164	25,450	306,038	405,236
Horizon	1,150	3,923	1,076	3,046	43,238	165,422
Sundance	1,900	2,300	1,784	6,496	86,367	33,094
Reliant	3,700	2,783	3,679	13,360	128,579	146,333
Caravelle	500	847	457	1,997	40,958	42,801
Gran Fury	250	0	168	551	6,896	17,586
Chrysler Total	7,050	5,122	7,407	21,512	344,448	358,950
Laser	0	0	0	0	0	26,978
LeBaron K	1,000	1,210	1,015	3,770	62,056	82,734
LeBaron J	2,800	1,099	2,813	4,957	109,533	1,099
LeBaron GTS	500	1,192	484	1,773	36,254	60,776
N. Yorker E-Class	0	1,621	0	0	57,102	69,964
N. Yorker C-Class	1,550	0	1,700	6,649	17,035	0
Fifth Avenue	1,200	0	1,395	4,363	62,468	117,399
Dodge Total	12,050	11,239	12,010	34,979	393,591	487,279
Daytona	1,900	687	1,942	3,260	60,739	32,125
Omni	1,150	3,648	1,101	2,729	37,806	157,190
Shadow	2,500	2,082	2,224	7,565	91,582	31,978
Aries	3,500	2,818	3,702	14,552	121,487	121,727
Dodge 600	700	1,084	782	2,697	38,640	61,901
Dynasty	1,600	0	1,410	1,902	6,354	0
Lancer	350	920	348	1,001	22,574	46,275
Diplomat	350	0	501	1,253	14,409	36,083
FORD MOTOR	39,903	43,464	40,832	154,983	1,752,707	1,684,739
Ford Division	29,088	30,420	30,315	114,085	1,261,238	1,167,058
Escort	9,449	7,790	9,464	35,710	375,989	361,702
Mustang	4,631	4,288	4,634	16,887	204,856	171,597
Tempo	4,119	4,522	4,831	15,656	138,376	189,127
Taurus	7,895	11,383	7,925	33,181	390,843	317,037
Thunderbird	2,994	2,437	3,461	12,651	151,174	127,595
L-M Division	10,815	13,044	10,517	40,898	491,469	517,681
Mercury Total	6,804	8,994	6,464	25,814	316,489	342,782
Lynx	0	1,205	0	0	21,352	58,040
Capri	0	0	0	0	0	12,344
Topaz	1,364	973	1,496	4,894	44,641	55,486
Cougar	2,773	3,410	2,309	10,722	132,746	96,231
Sable	2,667	3,406	2,659	10,198	117,515	120,681
Lincoln Total	4,011	4,050	4,053	15,084	174,980	174,899
Continental	615	404	534	1,485	12,413	18,814
Lincoln	2,850	3,039	2,897	11,243	135,321	131,179
Mark VII	546	607	622	2,356	27,246	24,906
GENERAL MOTORS	69,203	95,334	72,966	292,347	3,332,600	3,951,257
Buick Total	9,070	18,101	11,767	46,151	538,748	740,977
Skyhawk	1,080	1,770	1,047	2,206	32,846	78,573
Century	1,730	5,660	4,190	12,968	152,105	221,600
Regal (rwd)	290	1,681	667	2,711	40,175	57,502
Somerset/Skylark	1,444	1,497	1,243	5,213	62,994	107,394
LeSabre (fwd)	2,400	2,971	2,426	8,804	137,222	149,233
LeSabre (rwd)	182	367	345	1,379	9,614	14,483
Electra (fwd)	1,706	1,798	1,588	11,464	90,956	87,383
Riviera	238	867	261	1,406	12,836	24,809
Cadillac Total	6,978	8,280	6,995	25,758	262,717	305,165
Cimarron	70	497	55	215	10,170	22,513
Allante	100	32	81	309	4,390	32
Brougham (rwd)	1,980	1,574	2,056	7,559	73,247	72,949
DeVille (fwd)	3,375	4,584	3,387	12,726	135,751	164,257
Eldorado	832	940	804	2,451	18,995	23,829
Seville	621	653	612	2,498	20,164	21,585
Chevrolet Total	30,103	31,293	29,999	124,746	1,321,164	1,251,779
Chevette	0	2,820	0	0	0	101,833
Camaro	2,545	3,383	2,487	9,449	116,699	165,809
Cavalier	7,454	9,461	6,763	27,411	299,244	376,269
Celebrity	3,666	5,558	4,465	24,402	283,338	249,469
Corsica/Beretta	8,180	2,626	8,462	32,664	333,229	12,184
Monte Carlo	1,755	1,471	1,746	7,038	72,100	106,120
Caprice	5,863	5,323	5,517	21,328	189,404	213,033
Corvette	640	651	559	2,454	27,150	27,062
Oldsmobile Total	11,410	17,191	10,818	46,986	583,132	893,444
Firenza	480	835	326	1,045	13,516	36,655
Calais	3,356	3,237	2,602	10,799	113,927	114,600
Cutlass Ciera	0	4,598	246	4,312	108,395	228,093
Cutlass Supreme	1,507	822	1,671	5,698	73,145	104,849
88 (fwd)	3,450	4,410	3,391	14,120	171,439	263,983
88 (rwd)	400	374	397	1,705	14,392	18,233
Olds 98	1,768	2,280	1,743	7,708	69,218	109,233
Toronado	449	635	442	1,599	15,502	17,798
Pontiac Total	11,642	20,469	13,387	48,706	626,839	759,892
Acadian*	0	555	0	0	0	15,717
Fiero	1,200	1,748	1,063	3,021	31,778	66,139
1000	0	555	0	0	0	20,306
Firebird	1,495	2,050	1,496	5,751	74,948	101,055
2000 Sunbird	2,036	2,343	2,529	7,532	84,596	125,465
Grand Am	4,800	6,307	4,995	20,249	238,281	220,845
6000	29	2,865	1,121	4,357	67,496	128,459
Bonneville	1,937	3,673	1,968	7,322	120,828	32,498
Safari/Parisienne	145	373	215	474	8,912	49,408
HONDA	6,930	6,529	6,792	27,242	311,846	224,981
Civic	1,970	1,617	1,867	6,270	85,612	18,511
Accord	4,960	4,912	4,925	20,972	226,234	206,470
MAZDA	501	0	505	1,200	3,506	0
NISSAN	1,340	2,857	1,338	4,794	111,190	59,002
NUMMI	3,250	4,005	3,268	13,986	182,837	187,849
Corolla	1,000	2,889	1,096	4,113	41,958	8,805
Nova	2,250	1,116	2,172	9,873	140,879	179,044
VOLKSWAGEN	2,000	2,026	1,625	7,010	62,948	79,498
Golf/GTI	1,300	1,776	1,000	4,490	46,655	78,848
Jetta	700	250	625	2520	16,293	650
Total Cars, U.S.	149,727	181,921	153,907	583,503	6,817,705	7,487,135
Total Cars, Canada	22,584	25,183	20,234	90,338	767,014	1,021,928
U.S., Canada Cars	172,311	207,104	174,141	673,841	7,584,719	8,509,063
U.S., Canada Trks.	104,592	95,708	103,266	388,563	4,460,939	4,127,930
U.S., Canada Cars and Trks.	276,903	302,812	277,407	1,062,404	12,045,658	12,636,993

*—All Acadians are built for sale in Canada. **—Estimated.
Monthly estimates may contain error of one or two units due to rounding.

ROUNDUP

FROM PAGE 1

countries will show a shortfall of 10.8 percent for cars at 7.94 million and a gain of 7.5 percent for trucks at 4.66 million units. The car-truck total will be off 4.8 percent at 12.6 million units.

The U.S. car total will be the lowest since 1983, when 7.11 million were built. The loss this year came from General Motors and Chrysler, both down about 16 percent. The numerical decline was greater for GM.

Throughout the year, GM closed 13 car plants at various times to reduce inventories, and several plants were shut down more than once.

GM also cut line speeds and shifts during the year at seven plants due to sluggish sales and scheduled very little overtime.

It also permanently shuttered four plants this year: Framingham, Mass.; Norwood, Ohio; Pontiac, Mich. (No. 8); and Clark Avenue in Detroit.

Chrysler Motors' year-end car production will fall about 16 percent short of last year's combined Chrysler-American Motors production figure.

Part of the problem was a temporary production halt of Omni/Horizon, Fifth Avenue, Diplomat and Gran Fury models as Chrysler shifted production to the former AMC plant in Kenosha, Wis.

Chrysler also lost production when it closed its St. Louis (No. 2) plant for two weeks for inventory adjustment and its Bramalea, Ontario, plant for several weeks due to quality problems.

On the other hand, Ford Motor Co.'s calendar-year car output should increase by about 4 percent.

There were no Ford plants closed during the year, except for model changeover, of course, and although Ford's Saturday overtime schedule did not match last year's, it scheduled daily overtime for most car plants all year round.

Honda of America Manufacturing will end the calendar year about 90,000 units ahead of 1986, a gain of 39 percent, reflecting the addition of a second line at its Marysville, Ohio, plant, late in 1986 and this year's opening of a plant in Alliston, Ontario.

Volkswagen of America's output is slated to decrease 21 percent despite the addition of a Jetta line to its Westmoreland, Pa., plant late in 1986. VWoA plans to close its U.S. plant in 1988 because of slow sales.

Nissan Motor Manufacturing Co. U.S.A. will end the year an estimated 50,000 units, or 88 percent, ahead of 1986 when the plant was closed for several months for model changeover. The increase also reflects the addition of the four-door Sentra to its Smyrna, Tenn., plant late in 1986.

New United Motor Manufacturing Inc., the GM-Toyota joint venture, is scheduled to trail its 1986 total slightly despite the addition of the Toyota Corolla FX model to Chevrolet Nova production late last year at its Fremont, Calif., plant.

A newcomer to the U.S. market this year was Mazda Motor Manufacturing (U.S.A.). The new plant in Flat Rock, Mich., will assemble about 4,500 cars in 1987.

ITT Automotive buys site for headquarters

BLOOMFIELD HILLS, Mich. — ITT Automotive has purchased a 35-acre site in nearby Auburn Hills for a new engineering center and world headquarters.

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GM dealers buy stock, seek clout

Detroiters kick off message to board

By Edward Lapham
AUTOMOTIVE NEWS STAFF REPORTER
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DETROIT — Some Detroit-area General Motors dealers are purchasing 1,000-share blocks of GM stock, hoping to create a national wave that will give dealers more influence in the boardroom of the giant automaker.

"I personally know of at least 100 dealers across the country who already have bought stock," said Michael Rinke, Rinke Pontiac-GMC, Warren, Mich. "We bought ours."

At the regular December meeting of the 18-member Detroit-area Tri-County Pontiac Dealers Association, the 16 members present voted unanimously to recommend "the concept of General Motors dealers buying General Motors stock," according to an association statement.

The statement, issued by association president Robert S. Sellers in response to Automotive News inquiries, said, "The dealers are confident in the future of General Motors and that a GM stock purchase represents good value."

The statement also said the dealers believe that if every GM dealer nationally owned an average of 1,000 shares, it would launch "a new era of dealer-factory relations" and reaffirm the "historic partnership" between GM and its dealers, which the group called "the finest relationship in the industry."

Sellers declined to elaborate.

But despite the upbeat language of the association, a primary impetus for the stock purchases, at least as described by some dealers, is the specific goal of winning

see GM DEALERS, page 40

AUTOMOTIVE NEWS/JOE WILSSENS

Vigil at Cadillac
Workers at the Buick-Oldsmobile-Cadillac Group's Clark Avenue plant in southwest Detroit, which closed last week, marked the event Thursday with a candlelight vigil in front of Cadillac headquarters there. UAW Local 22, which represents the plant's workers, said, "The vigil is to show the American public our concern and utter outrage at the loss of jobs and the hardships a community suffers when plants are closed." Clark Avenue's sister plant, Fleetwood body, also was closed last week. Cadillacs had been built at Clark Avenue since 1923. **Story on Page 6.**

PORSCHE: *Chairman Schutz quits, victim of automaker's falling U.S. sales*

By Leon Mandel and Richard Johnson
AUTOMOTIVE NEWS STAFF REPORTERS

STUTTGART, West Germany — Last Tuesday night, automotive dignitaries from around the world gathered for the annual gilt-edged European and American Porsche Cup gala — an elaborate celebration of the coveted marque's racing achievement in 1987.

But while the evening's entertainment — a magician — made things disappear, many speculated about the most noticeable sleight-of-hand of all: That Porsche Chairman Peter Schutz was inexplicably missing, as he had been the night before from a dinner for his North American visitors.

Instead, before a crowd of 1,000 sequined and glittering guests sat Dr. Ferry Porsche, not with Schutz as he had in past years, but with board members Heinz Branitzki, Hans Halbach, Rudi Noppen and Helmuth Bott.

Everything was explained the next afternoon.

Schutz, after months of frustration, had resigned at the behest of the Porsche heirs who control the company. Only a month before, the architect of Porsche's surge in the U.S. market during the 1980s, had said of his job: "In a corporate culture filled with firefighters, I am the arsonist" — a reference to the discord.

Ironically, the same American market that made Schutz's star rise also brought it down. The 57-year-old German-born American was seen as a victim of the company's heavy dependence on the United States at a time when the dollar has fallen to record lows against the German mark. With more than 60 percent of production shipped to America, Porsche is reeling from lower sales and profits and has been a rumored takeover candidate of late.

Schutz will be replaced at the end of this year by Branitzki, 58, the company's deputy chief executive and chief financial officer. However, Branitzki, a member of the Porsche board for the past 15 years, is widely viewed as a temporary successor.

No sharp redirection of company policy is expected. Porsche already has cut production and instituted shorter shifts in response to the de-

see PORSCHE, page 38

GM leads holiday blitz to sell '87s

By Laura Clark, Francis J. Gawronski and John A. Russell
AUTOMOTIVE NEWS STAFF REPORTERS

Domestic and imported automakers are taking on Santa Claus in a holiday sales drive to clean out their 1987 models and to build momentum for 1988.

General Motors is planning to launch a major advertising campaign between Christmas and News Year's Day to promote incentives and value packages offered by all five of its car divisions.

Both of GM's domestic competitors will begin major promotions the week following Christmas. Chrysler Motors will launch its new Jeep-Eagle franchise and Ford will introduce its redesigned Lincoln Continental on Dec. 26.

Meanwhile, Chrysler Motors last week expanded its consumer program offering low-interest loans and rebates.

Chevrolet likewise expanded its dealer incentives. Cadillac announced a double-pronged incentive. A number of importers are also offering incentives to dealers and their sales staffs to clean out 1987 inventories. Among them are Alfa Romeo, Mazda, Mercedes-Benz, Saab, Suzuki and Toyota.

John G. Middlebrook, GM vice president in charge of marketing and product planning, said the Christmastime campaign, centered on television, will bring all the retail promotions "under one GM umbrella."

Middlebrook said no increases in option-package discounts or rebates are planned in connection with the promotion, nor is cut-rate financing — which was offered as an alternative to rebates in the 1987 model year.

GM sources said each division can decide which cars to promote and dealers have an option to tie in.

Peugeot Motors of America also is planning a holiday advertising activity. The French importer is sending greeting cards to 50,000 Peugeot owners. The card, designed by Peugeot's advertising agency HDM, New York, shows children's toys on its front, along with a Peugeot 505 Turbo and eight-passenger wagon.

The greeting reads, "Santa isn't the only one who has been busy this year. Come and see our

see INCENTIVES, page 38

$ALES GIANTS

1st ranking of leading dealers for 19 major imported makes

By Edward Lapham
AUTOMOTIVE NEWS STAFF REPORTER

Dealerships holding the 10 highest volume franchises for each of the 19 major, established import makes reported total dealership dollar sales of $7.0 billion in 1986 and 291,255 deliveries of their franchise-ranking makes.

Those 190 franchises, some of which are dualed in the same dealership or are owned by individuals or families with other large domestic or import franchises, comprise the Automotive News Import Sales Giants.

It is the first ranking of the largest individual import

see SALES GIANTS, page 17

RUTH SKURDA

U.S.-Brazil fight may curb VW Fox

By Geoff Sundstrom
AUTOMOTIVE NEWS STAFF REPORTER

WASHINGTON — White House trade advisers are seriously contemplating a restriction on Volkswagen importing Fox automobiles from Brazil, in retaliation for Brazilian barriers to U.S. computer exports.

One of the proposals under consideration is a 100 percent tariff on each Fox model.

Volkswagen of America, the American International Automobile Dealers Association and the National Automobile Dealers Association are arguing, however, that such a move could force hundreds of Volkswagen dealers in the United States out of business.

The U.S. departments of state, labor and

see VW FOX, page 40

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oviets wooing Ford
or car, truck venture
Page 2

U.S. cars drop 1.9%
in early December
Page 27

Mexico may supply
VW Golf to U.S.
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AUTOMOTIVE NEWS JOE WILSSENS

Do not open until Dec. 26

Santa got a head start on his own season by driving a 1988 Lincoln Continental off the line at Ford Motor Co.'s assembly plant in Wixom, Mich. The new front-wheel-drive Continental is priced from $26,078 and goes on sale Dec. 26. Ford hopes the date retains its magic for the company: Taurus and Sable went on sale Dec. 26, 1985.

Chrysler strives for 'slickness'

Better ride and handling, less noise and vibration are goals

By Arthur Flax and Mary Connelly
AUTOMOTIVE NEWS STAFF REPORTERS

HIGHLAND PARK, Mich. — Chrysler Motors is accelerating its efforts to improve the sound, feel and ergonomics of its cars.

"There is a huge undertaking going on around here," said Robert Sinclair, Chrysler Motors engineering vice president. "Hal (Harold K. Sperlich, Chrysler Motors president) would call it the 'slickness' program. . . . It involves refinement of ride, handling, elimination of noise, vibration and harshness."

Chrysler always has been concerned about vehicle refinement. The refinement program, however, has accelerated in the last year as a result of competitive pressures from Japanese manufacturers, particularly Honda.

A major auto enthusiast magazine recently rated five Honda cars (Acura Legend and Integra and Honda Accord, Civic and CRX) among the 10 best cars in the world.

"Do you think we pay attention? Of course, because the customers are paying attention and Honda is delivering," Sinclair said.

"The time frame for our program is as fast as possible," he said. "There are chapters of it in the 1989 models, 1990, 1991. As fast as we can roll it out. Expensive? You bet. It's a big part of the total forward spending plan."

Chrysler's slickness program aims to make the "feel" or "seat-of-the-pants" impressions of Chrysler Motors automobiles more pleasurable to customers. Components such as gearshift mechanisms, lighting and climate controls will be evaluated and refined across the product line. Sinclair said some component suppliers are going to change.

"Sound, feel, ergonomics. Is the switch where I want it to be? Is it easy to operate? Does it sound right? How controls feel in relation to the human operator is all part of it," he said.

The development of Chrysler's five-speed manual gearbox is an example of the efforts of the slickness program.

"If you want to fault Chrysler's five-speed-manual shift quality, fault the hell out of it," Sinclair said. "I fault the hell out of it. I was involved in making about 55 changes in it. Next year it will be better, I guarantee you.

"The year after that, we think we will finally have done what we should have done in the first place because we will put a three-plane shifter in place and finally it will be a pleasure to operate. It hasn't been. And that's our fault. It has not been what the customer deserves, and I'm sorry it has taken so long."

Sinclair, who plans to retire Feb. 1, noted that engineering always involves a tradeoff between product cycle time frames, the amount of development money available, price and the value goals for the vehicles.

"Take the LeBaron J coupe for example," he said. "Beautiful car. Why do we have a four-banger in there? Because we couldn't afford to get the V-6 and four-speed electronic transmission in when it went into production in St. Louis.

"Will the LeBaron get a V-6 by 1989? That's a reach. We beat each other up every day. Can you do it faster? We work across a stable of vehicles and can't do everything at once," he added.

The customer has a right to demand "motoring pleasure," Sinclair said.

"The car should be a pleasure to look at," he said. "It should have superb fit and finish. It ought to run smoothly and quietly. It should be a pleasure to operate. You don't want to search to turn the radio up. You don't want buzzes, squeaks or rattles. All of that is what we are trying to eliminate."

As with General Motors' Mona Lisa product-comparison program that led to the GM-10 cars, and Ford's 400 best-in-class comparison program that was used in the development of the Taurus/Sable, Chrysler is disassembling competitive models to analyze and compare the products with Chrysler vehicles, Sinclair said.

Sam's in car business in 7 states with 15 dealers

By Charles M. Thomas
AUTOMOTIVE NEWS STAFF REPORTER

Sam's Wholesale Clubs has bowed out of the car business in Arkansas and Texas but will continue to refer its members to dealers in seven other states for a standard $100 fee on each discounted car sold.

Those states are Florida, Alabama, Colorado, Kansas, Missouri, North Carolina and South Carolina. Outlets in Tennessee are considering the plan.

Sam's, the wholesale division of Wal-Mart Stores Inc., notified the Arkansas Motor Vehicle Commission recently that it had rescinded agreements with participating auto dealers to sell cars to Sam's club members at $100 over invoice (Automotive News, Nov. 9).

"The state asked us to do it and we are cooperating," said Bill Campbell, company planning director.

Sam's came under fire from the state and the Arkansas Automobile Dealers Association after launching a system in which club members paid $100 over dealer invoice for new cars. The fee was supposed to be returned to Sam's. Members first obtain approval from Sam's then make purchases from dealers recruited by the company.

In exchange, Sam's advertises the program in its outlets.

"It is up to the local (Sam's) managers to make agreements with dealerships," said Campbell.

Managers are urged to recruit dealers who will not restrict the types of vehicles sold.

Sam's operates 84 outlets in 19 states. About 15 dealers in seven states participate, he said.

Campbell declined to say how many cars have been sold but said the system has been generally well-received by Sam's members.

According to Campbell, the program's intent was to ease costs to owners of small businesses that do not qualify for fleet rates. He said 60 percent of Sam's sales are to businesses that buy goods for resale.

Both Texas and Arkansas told Sam's the system could violate state brokering laws. But in Florida, dealers are embracing the program.

"We've had a few calls from dealers but no problems," said David D. Jeffries, Florida Automobile Dealers Association executive vice president. "It's strictly a referral service. Sam's is paid a bird-dog fee."

Dodge World in Kissimee, Fla., has received some inquiries from Sam's members but hasn't sold any vehicles yet. "It's hard to judge how well the system will do because it just started here," said manager Tom Palme.

In Arkansas, one dealer said he will continue to offer discounted cars to customers, even though Sam's has left the business.

"The only reason the commission attacked us was pressure from the non-participating car dealers," said Bill Schwyhart, president of Hart Motor Co. in Rogers.

Chrysler settles odometer-fraud lawsuit

By Jack Bernstein
SPECIAL CORRESPONDENT

ST. LOUIS — Chrysler Corp. last week pleaded no contest to criminal charges of odometer fraud and agreed to pay at least $16.4 million to plaintiffs in related civil suits.

U.S. District Court Judge John F. Nangle has scheduled a sentencing hearing Feb. 19. At that time, Nangle could impose fines of up to $120 million.

As part of the plea bargaining agreement announced last week, the federal government dropped criminal charges against two Chrysler executives, Frank J. O'Reilly and Allen F. Scudder, who has since retired.

The criminal case stems from a federal grand jury indictment in June that charged Chrysler and the two executives with odometer tampering.

The company has maintained it acted legally, and initially pleaded innocent to the charges but admitted making a mistake in failing to notify customers that vehicle odometers were disconnected during overnight quality testing programs.

The company now tests vehicles with odometers connected and places a notice of test mileage in tested vehicles.

"We have already said that testing of cars with odometers disconnected was stupid," the company said in explaining its decision to enter a no-contest plea. "It makes no sense to go to trial to defend that practice."

As part of the separate civil settlement also announced last week, owners of 32,750 Chrysler, Plymouth and Dodge vehicles identified as tested vehicles will be awarded $500 each. That settlement is expected to total $16.4 million.

If additional vehicles are identified, Chrysler will be required to increase the restitution fund to guarantee a $500 payment to each affected owner. The company had said following the indictment that an estimated 60,000 1985 and 1986 models may be affected.

In addition, the company said that affected owners will receive extended warranties.

Missouri Attorney General William L. Webster, who acted as lead negotiator for the National Association of Attorneys General in reaching the civil settlement, said last week the extended warranties are expected to cost the company an additional $9.8 million.

Forty-five states, the District of Columbia, Puerto Rico and Guam joined the settlement. The Kentucky attorney general, however, indicated that he will pursue a civil suit against Chrysler despite the settlement.

Also last week, Nangle agreed to take jurisdiction of 13 private class-action suits filed across the country.

The federal indictment followed an investigation that began when Missouri Highway Patrol officers stopped Chrysler employees for speeding near the Fenton, Mo., assembly plant. The officers discovered that the odometers were disconnected on the newly assembled cars.

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Majerus dies at 63; held No. 2 post in UAW

MILWAUKEE — Raymond E. Majerus, 63, UAW secretary-treasurer since 1980 and head of the union's aerospace, Dana and Champion Spark Plug departments, died Dec. 16.

Majerus, the UAW's second ranking officer, directed negotiations that resulted in new agreements this year at Rockwell Aerospace, Martin Marietta and Bell Helicopter.

He headed the union's American Motors department until October 1986, when heavy collective bargaining schedules in the aerospace department prompted him to request reassignment of his AMC duties.

Before becoming secretary-treasurer, Majerus was director of UAW Region 10 for eight years. The region comprises Wisconsin, Minnesota, North Dakota, South Dakota, Montana and Wyoming.

Born in Campbellsport, Wis., Majerus started working at Kohler enamel shop in Kohler, Wis., after being discharged from the U.S. Army following World War II.

Active in the Kohler Workers Association, an independent union, he led a wildcat strike in 1952 and was fired along with 11 others. He subsequently led a movement within the Kohler union to merge with the UAW.

When the UAW reached its first contract with Kohler, a provision barred Majerus from entering the plant. He worked as an organizer outside the plant in 1954 and was a key figure in the strike that began in April of that year and lasted until Sept. 1, 1960.

Legal disputes resulting from the strike lasted another five years. The strikers were ultimately reinstated with full back pay.

Harold A. Poling, vice chairman and chief operating officer of Ford Motor Co., said last week, "Ray Majerus devoted his life to the ideals and principles of the UAW. He worked diligently on behalf of the many men and women he represented, and he played an important role in the labor history of this country.

"The automotive and aerospace industries will miss his conviction, frankness and friendship."

Raymond E. Majerus